

NEWSLETTER SPRING 2013



Colm Lyon, Founder and Managing Director

Colm Lyon - CEO of Realex Payments to address our March Event.

Colm Lyon, the founder and CEO of Realex Payments, will be our guest speaker at our Networking Event on Thursday 14th March at 7.30am in Jury's Inn Custom House. Since starting Realex Payments in 2000, Colm has led the business to its current position as one of Europe's largest and most successful online payments businesses. Realex Payments processes payments for businesses selling online – among its 11,500 clients are some of the world's leading international brands

– Virgin Atlantic, AA, Vodafone, Motor Tax, Aer Lingus, notonthehighstreet.com and Paddy Power. Its clients are located across 30 countries. The business has over 110 staff in three offices (Dublin, London and Paris), turns over €9m euro per annum and processes in excess of €20bn in payments annually. In early 2012 the company announced a major managed services contract with HSBC Merchant Services.

We are delighted that our second guest speaker on the morning is Audrey O'Mahony co author of Accenture's report "Closing the Skills Gap in Ireland: Employers at the Heart of the Solution". An article from Audrey about the report and its findings is inside this Newsletter.

IN BRIEF...

1. Next Forum Event to be held on Thursday, 14th March in Jury's Inn Custom House at 7.30am.
2. Docklands Volunteer Clean Up – Friday 19th April – Volunteer Today.
3. Closing the Skills Gap in Ireland by Audrey O'Mahony from Accenture.
4. New Member Profile – The Convention Centre Dublin.
5. Report on our very successful 2nd Docklands Business Awards.
6. Next Year's Docklands Business Awards, Thursday 28th November.

DOCKLANDS VOLUNTEER CLEAN UP 2013

With spring having finally arrived and the Waterways Ireland Docklands Summer Festival just around the corner - your community needs you! The Docklands Business Forum's CSR/Environment Committee are organising this year's Docklands Volunteer Clean Up to happen at a location near you on Friday April 19th.

Following on from the hugely successful Clean Up of the wall at Boland's Mill last year and Grand Canal Dock the year before the 2013 event is being planned to coincide with An Taisce's National Spring Clean.

Docklands Business Forum members have suggested a list of locations they would like to see get a bit of TLC.

Here is a sample of the suggested sites;

- Britain Quay
- The Hoardings at Castleforbes Road
- Pearse Square
- The Grand Canal banks at Clanwilliam

The chosen location will be announced at our next event on Thursday 14th March in Jury's Inn, Custom House Quay starting at 7.30am.

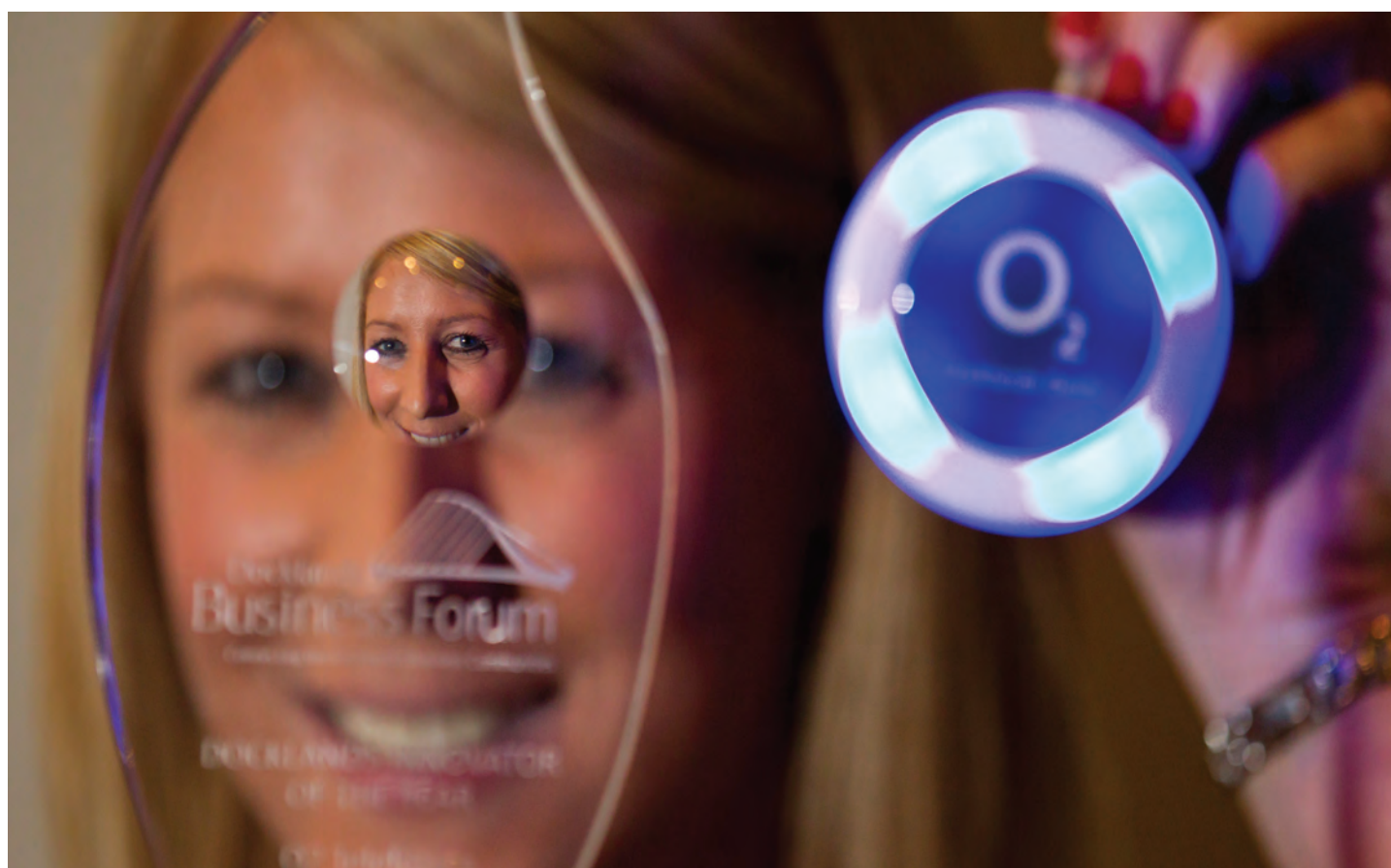
You can sign up now to participate and encourage your colleagues to do likewise! The more volunteers who turn up on the day - the more we will achieve together.

To sign up please email us at volunteer@docklandsbusinessforum.ie



2ND DOCKLANDS BUSINESS AWARDS

Celebrating the Achievements of Docklands Micro Economy



Pictured is Johanna Cullen from O2 Telefonica holding the Docklands Deals App which won the Docklands Innovator of the Year Award.

It was a big night for Dublin's Dockland business community at the Gibson Hotel on Thursday, 29th November when the envelopes were opened and the winners of the second Docklands Business Awards were revealed.

There were 48 shortlisted nominees in ten categories. The list of organisations represented read like a who's who of Dublin's premier business hub. Accenture, O2 Telefonica, HSBC, Savills, A & L

Goodbody, Beauchamps, Realex Payments, UPC, Bank of New York Mellon, Willis, Dillon Eustace, Dublin City Council, the Tall Ships Committee, the RPA, the National College of Ireland, Waterways Ireland, the Dublin Port Company and The CCD lead the big organisation pack across many of the Awards.

Snapping at the big boys heels were the SMEs; Darmody Architects, Treacy Consulting, IDEA, Johnny McElhinney &

Co., Mail Boxes Etc, DCH Partners, Meehan Associates, Peninsula, Social Entrepreneurs Ireland, Busy Bees, GRIP Communications and Dublin City FM.

Our friends in the Docklands hospitality sector were also well represented with the Gibson Hotel, Jury's Inn Custom House, the Clarion Hotel IFSC, the Maldron Hotel Cardiff Lane and the new Marker Hotel Grand Canal Plaza. All nominees were in contention to take back to the office some

of our city's most unique, and reasonably priced, crystal ware.

The Minister for Small Business, John Perry T.D., opened the evening's proceedings. "We need associations like the Docklands Business Forum who have not only created a supportive enterprise environment to help local business flourish but also play a central role in society and local communities" said the events most senior political participant. "They are to be commended for the commitment to making a real difference to the local community and the businesses within. Every one of these businesses in the Dublin Docklands who are willing to take a risk are playing their part in getting Ireland back on track and are contributing in a tangible way to the wellbeing of the local communities."

Last year's Awards kicked off with Niall O'Farrell of RTE's Dragon's Den having difficulty pronouncing 'not for profit' when describing the Docklands Business Forum. This year kicked off when co-MC for the evening, Corporate Responsibility Manager for A & L Goodbody, Sinead Smith, took to the podium to announce the first round of short listed nominees.

Vying for the Professional Service Award, sponsored by DCH Partners, were Dillon Eustace, Meehan Associates, The Dublin Port Company, Beauchamps and the four short listed for the evening Savills, the Maldron Hotel, Peninsula and Willis. The winner on the night was the Maldron Hotel Cardiff Lane and the Hotels Deputy Sales & Marketing Manager, Sarah McCrory accepted the crystal to the delighted cheers of the table packed full of Maldron revellers.

The Public Sector Award, sponsored by IDEA, was next up with DDDA, Waterways Ireland, Tall Ships Committee/ Dublin City Council, Dublin City Council Communications Unit and Dublinia all in contention, the Winner – Waterway's Ireland. CEO John Martin accepted the Award on behalf of his organisation, a table full of which had travelled down from Carrick-on-Shannon for the evening. Waterways Ireland won the Award for its sustained support to the Docklands area through its grant funding of the Docklands Summer Festival.

The MCs for the evening were getting into their rhythm by the time the third Award, Docklands Innovator of the Year, sponsored by the Maldron Hotel, was announced. Airmid Health Group, O2 Telefonica,

Ancestry.com and Realex Payments were all in contention for this highly prestigious Award. The Minister handed O2 Telefonica the heavy glass with a team including Liz McLaughlin and Johanna Cullen going to the podium to accept it. O2 won the Awards for its Dockland Deals App.

As the room began to buzz, with mostly friendly banter, it was noticed that the hotelier's tables went quiet as the Docklands Hospitality Award nominees were announced. This Award was sponsored by the Dublin Port Company. Competing were the new Marker Hotel on Grand Canal Plaza, the Maldron Hotel Cardiff Lane, The Gibson Hotel, Jury's Inn Custom House and the Clarion Hotel IFSC. The winner – Jury's Inn Custom House, Carol Fenton accepted the Award.

The last Award to be presented before a break for the meal was the Corporate Social Responsibility Award sponsored by Savills. The nominees were HSBC, Social Entrepreneurs Ireland, Accenture and the Dublin Port Company. Corporate Citizenship Lead, Carmel Halpin and Consultant, Brian Smyth accepted the Award from the Minister on behalf of Accenture. Accenture won the Award for their volunteer's

Professional Service Award, sponsored by DCH Partners



Professional Services Award sponsored by DCH Partners is presented to the Maldron Hotel Cardiff Lane. Pictured here are Sarah McCrory and Saulius Cepkauskas accepting the Award on behalf of the Maldron.



Public Sector Award, sponsored by IDEA



The Public Sector Award is presented to the Team from Waterways Ireland from left to right; Eanna Rowe, Katrina Girr, Ifty Finn, John Perry TD Minister of State, John Martin CEO Waterways Ireland, Jenny McTague, Nuala Reilly, Damien McWeeney and Manus Tiernan.

Docklands Innovator of the Year Award, sponsored by the Maldron Hotel Cardiff Lane



Innovator of the Year Award is presented to O2 Telefonica
From left to right Simon Creane from O2, Nik Maguire from 2ergo, Liz McLoughlin from O2. John Perry TD Minister of State, Johanna Cullen from O2

contribution to the Business Forums

Docklands Volunteer Clean Up.

The Gibson gave flawless service with the buffet. Food was served from both sides of the room with dessert and teas & coffees served to the tables. Wine for the evening was supplied by our friends at Mitchell & Son in CHQ.

The rattle and hum of the meal peacefully died down as the ceremony resumed with the presentation of the Environment Award, kindly sponsored by An Taisce. The Docklands Business Forum & O2 Telefonica, the Rail Procurement Agency, the Dublin Port Company and Busy Bees all competed for the most politically correct of the nights Awards. Bernie Malone, Managing Director of Busy Bees, enthusiastically seized the crystal from the Ministers outstretched hands. Busy Bees won the Award for reducing waste by creating a market for used furniture.

The four companies vying for the Exporter of the Year Award, sponsored by the Dublin City Enterprise Board, were HSBC, BNY Mellon, Realex Payments and Dublin Port. The winner – Dublin Port. The Port's Chief Engineer, Eamon McElroy accepted the

Award on the company's behalf. The Port won the Award for its recent modernising programme and increasing the Ports efficiency and improving service standards.

As the time approached 8.45pm the night was coming to a dramatic conclusion with the last three Awards of the evening. The stiff competition for the Company of the Year Award, sponsored by BoConcept, was between O2 Telefonica, Jury's Inn, GRIP Communications and the Convention Centre Dublin. As both Telefonica and Jury's had crystal wear already the tension for this one was mostly on the CCD and GRIP. As Minister Perry announced the winner CCD Chief Executive Nick Waight and Head of Marketing & Communications, Elaine Phillips jumped to their feet. The CCD won the Award for successfully attracting business to the Docklands and promoting a professional and contemporary image of Dublin.

Sinead Smith explained the next two Awards, the Docklands Business Forum Company of the Year and the Docklands Business Forum Person of the Year, sponsored by the John McElhinney & Co.

and Mail Boxes Etc. were unique in that the winners were decided by the votes of Forum members.

First up was the Forum Company of the Year. The nominees were IDEA, DCH Partners, Jury's Inn, Dublin City Radio, O2 Telefonica, The Gibson Hotel and VIP Taxis. Managing Director Ciaran Flanagan collected the Award on IDEA's behalf. In saying a few kind words about IDEA, Forum Chairman Alan Robinson said "most of what IDEA does for the Forum is pro bono. From tonight's PowerPoint presentation to the artwork on our recent Newsletter, the team at IDEA has made a big difference to how the Forum more effectively communicates."

The closing Award of the evening was the Docklands Business Forum Person of the Year. The nominees were; Michael Harte Mail Boxes Etc., Nicholas Cloake DCH Partners, Johnny McElhinney John McElhinney & Co., Regina Dunne National College of Ireland, Alan Robinson SME Communications, John Treacy Treacy Consulting, Ciaran Flanagan IDEA, Betty

Ashe St. Andrew's Resource Centre, Tim Darmody Darmody Architects. While accepting the Award, Nicholas Cloake said some kind words about this year's recipient Alan Robinson, "when you see a call coming in from Alan you know he is going to ask you to do something free for the Forum, but you still take the call."

The evening was a great success and closed with a thank you to all involved in its organisation. Particular thanks to Robert Colleran at Vincent Finnegan, to Nicholas Cloake from DCH Partners for all the hard work he did on the design, artwork and communications, to Ciaran Flanagan from IDEA for all the work on the nights PowerPoint, to Johnny McElhinney from John McElhinney & Co. for looking after the accounts and invoicing. Thanks to Michael Harte from Mail Boxes Etc. for all the ringing around. To Sinead Smith for looking after the vote counting and doing the MC work on the night and Alan Robinson for getting sponsors, flogging tickets and generally being the events chief bottle washer.

Docklands Hospitality Award, sponsored by the Dublin Port Company

The Docklands Hospitality Award was presented to Jury's Inn Custom House Quay. Pictured here are Carol Fenton and Rebecca Keogh having accepted the Award on behalf of Jury's Inn.



Environment Award, sponsored by An Taisce



The Environment Award sponsored by An Taisce is presented to Busy Bees. From left to Right Nicholas Cloake from DCH Partners, Pat Oliver from An Taisce Bernie Walsh from Busy Bees and John Perry Minister of State.

Corporate Social Responsibility Award, sponsored by Savills

CSR Award, sponsored by Savills being presented by Minister of State for Small Business John Perry TD and Dan Boyd of Savills to Carmel Halpin of Accenture



Exporter of the Year Award, sponsored by Dublin City Enterprise Board



Dublin City Enterprise Board Exporter of the Year Award being presented by Minister of State for Small Business John Perry TD to Dublin Port Chief Engineer Eamon McElroy.